

# Galaxy Software Services Corporation

## Investor Conference 2023 Q1

IR Spokesperson: Anne Lin (02)2586-0689  
gssir@gss.com.tw

**GSS** 觀揚資訊股份有限公司  
Galaxy Software Services



Leading company of enterprise application software development Since 1987



CMMI DEV V3



# Disclaimer

- › The predictive information mentioned in this presentation, including business outlook, financial conditions, and business forecasts, is based on the company's information base obtained from internal and external sources, which may differ from future actual results. The causes may include (but not limited to) market risk, market demand, company's ability of the company to continue to launch high-quality products, and other factors or risks beyond the company's control.
- › Forward-looking statements contained in this presentation are expressly qualified by this cautionary statement and reflect our expectations as of the date hereof, and this are subject to change thereafter. The company disclaims any intention or obligation to update or revise any forward-looking statement.

# 2022 Highlights

highest group revenue

**1,427,388**  
(In Thousands of NTD)

highest group ESP

**5.74**  
(In Dollars of NTD)

new product

**Vital NetZero**

- › **Company Profile**
- › Operation Overview
- › Research Development  
& Future Prospects

**Company** **1987** Founded  
**2020.12** Listed on TPEX  
**Capital** Around NT\$ 300 Million  
**Biz Scope** Taiwan, China, Japan, Southeast Asia

**Recognition**



Since 1998



Since 2013



Since 2013



Since 2021



Since 2007





Since 2013

**Employee** **600+ Employees**

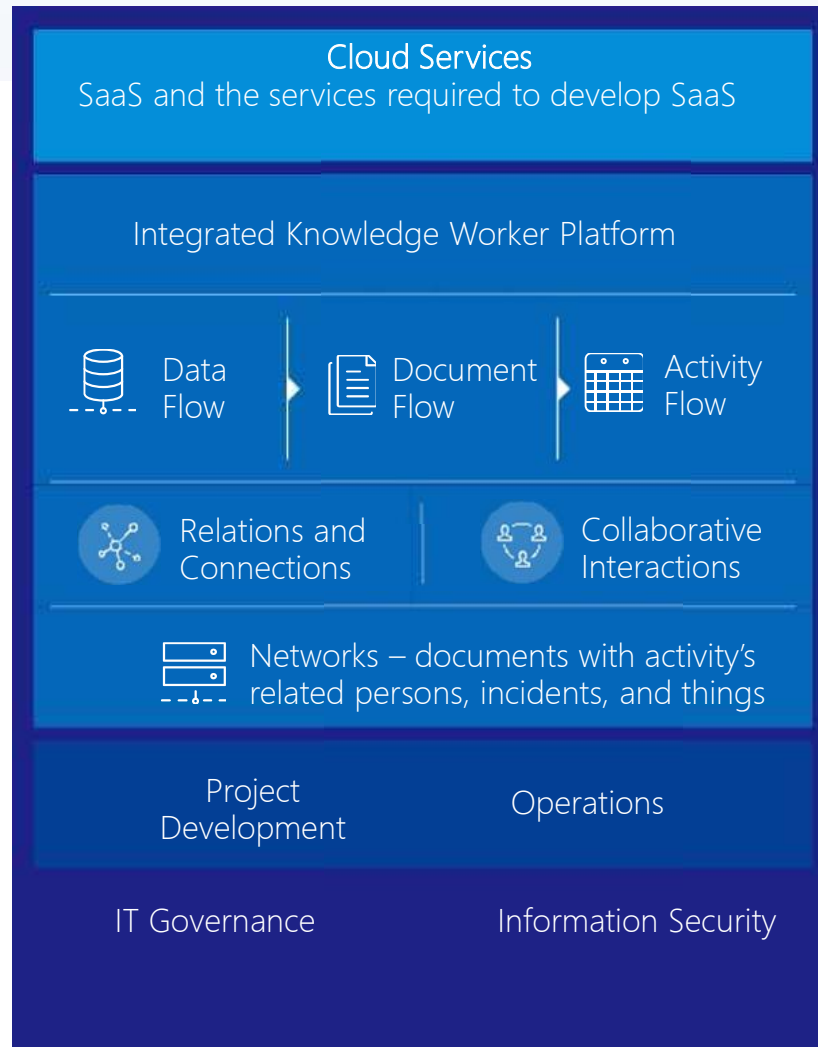
- > 39 employees passed ISO/IEC27001:2013 Systems Auditor/ Lead Auditor Certification
- > 26 employees passed passed AZ-900: Microsoft Azure Fundamentals

## Awards & Honors

- 2022 ● Taiwan Excellence Award - "iota C.ai" 
- 2021 ● CRIF "Top 5000 - The Largest Corporations in Taiwan" - 5th Place for Software Design Services
- 2019 ● APICTA Merit Awards (Big Data Analytics) 
- 2017 ● The 5th National Industrial Innovation Award
- 2018 ● Taiwan Excellence Award - "Vital/Customer Relationship Management" 
- 2018 ● Taiwan Excellence Award - "Vital/KM Knowledge Management System"
- 2015 ● The 3rd Taiwan Mittelstand Award
- 2015 ● Taiwan Excellence Award - "Vitals ESP Enterprise Social Platform" 
- 2012 ● Cloud Computing Innovation Application Award - "Vldegree Customers Relationship Management System"
- Cloud Computing Innovation and Application Award - "Vis-a-Vis Report Management System"
- 2010 ● Taiwan Excellence Award "Vitals/KM Knowledge Management System" 
- 2005 ● Received The13th Industrial Technology Advancement Award – Outstanding Award

# 35 Years of Experience in Software Developed Capability in Various Fields

Satisfy customer needs, with application and system development



- › Company Profile
- › **Operation Overview**
- › Research Development  
& Future Prospects

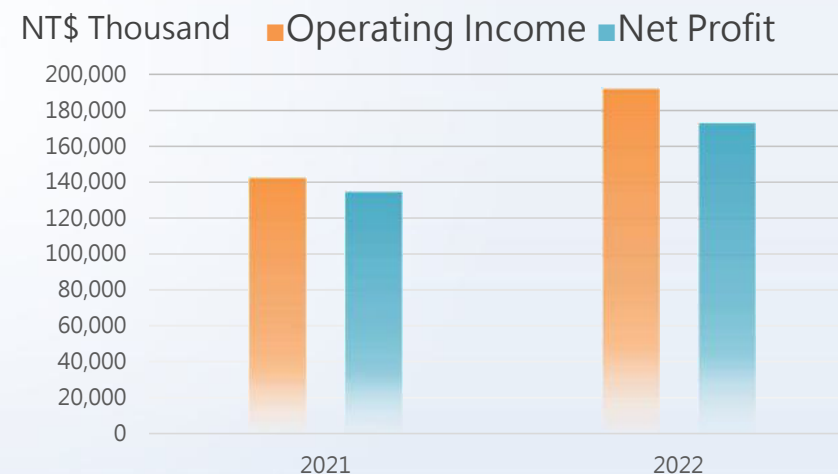


# Financial Results for Last 2 Years (Quarterly)

(Unit: NT\$ Thousand)

	Net Revenue	Gross Profit	Operating Income	Net Profit	EPS (Dollars)
2022	1,427,388	697,533	192,117	173,035	5.74
2021	1,181,294	589,961	142,539	134,772	4.43 (Note)
YoY	20.83%	20.07%	34.78%	28.39%	29.57%

Note: due to Capital surplus transferred to common stock on 2022, 2021 EPS adopts retrospective adjustment.



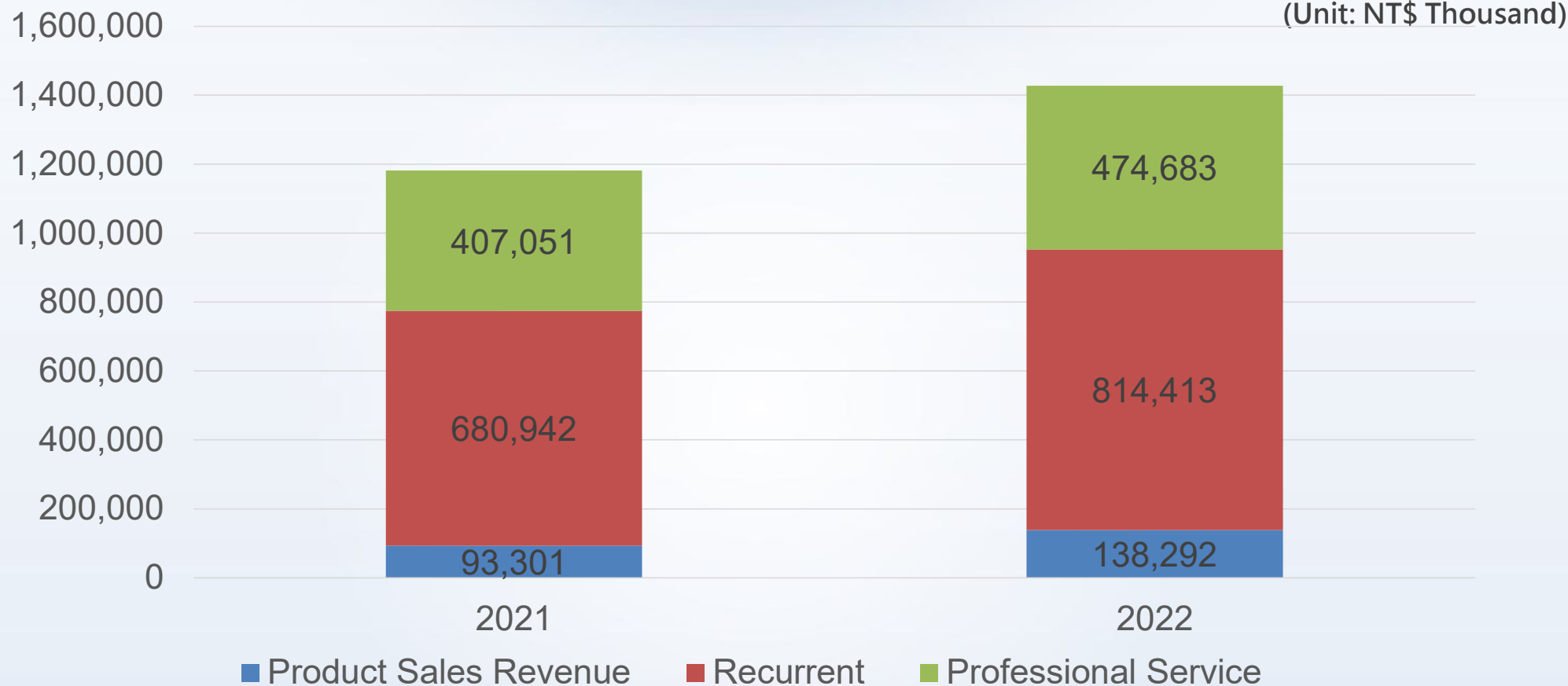
# Financial Results for Last 2 Years (3 Margin Analysis)

	Gross Margin	Operating Margin	Net Profit Margin
2022	48.87%	13.46%	12.12%
2021	49.18%	12.07%	11.25%



# Financial Results for Last 2 Years (Revenue Analysis)

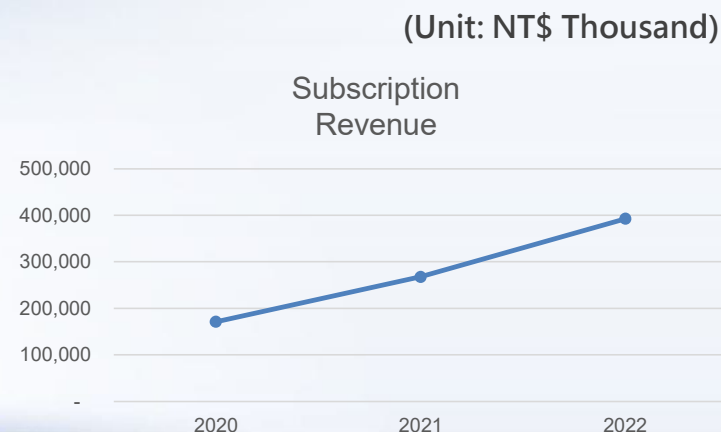
(Unit: NT\$ Thousand)



Note: (1) Recurrent revenue includes term license, maintenance, and outsourcing  
 (2) Product Sales Revenue Model is gradually converting into Term License

# Growth Momentum Under Subscription Economy

	Subscription Revenue	Subscription Revenue Percentage
2022	392,685	27.51%
2021	267,701	22.66%
2020	171,104	15.68%

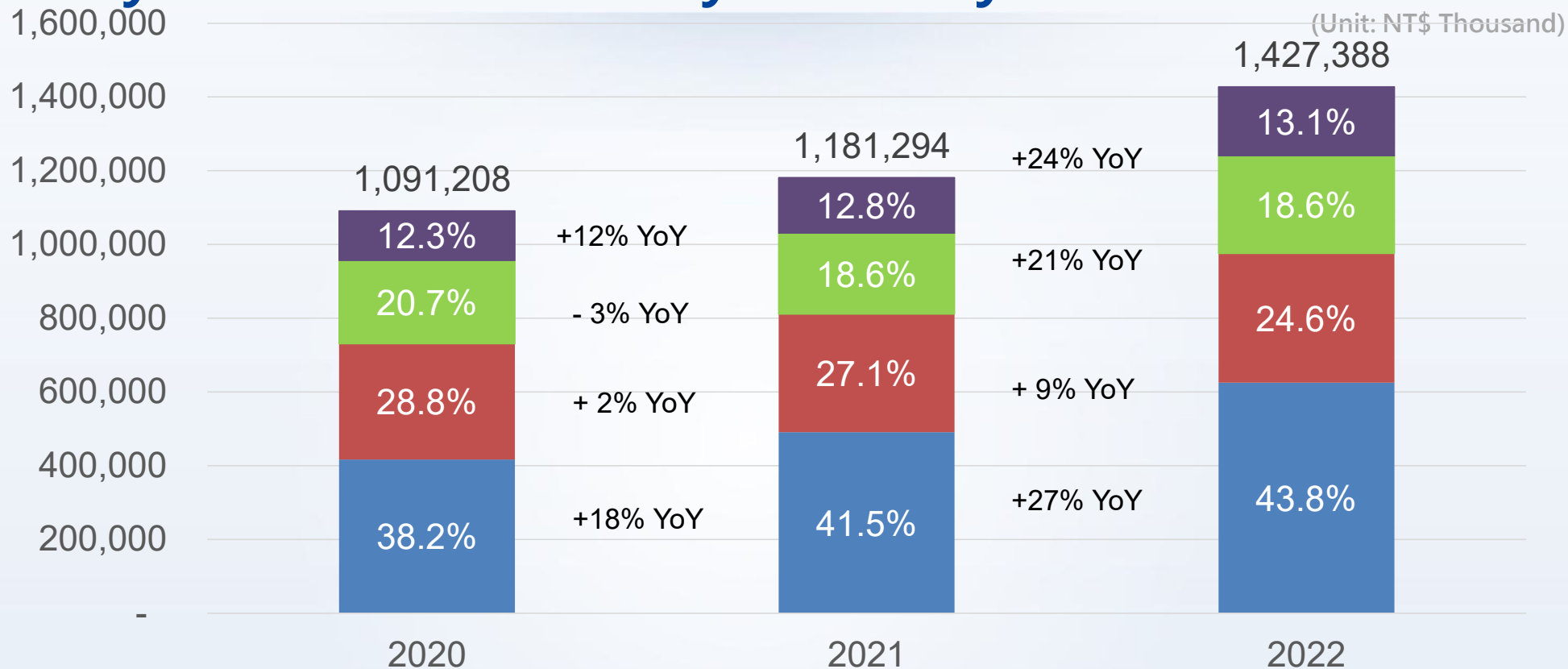


Subscription model has become one of the most important business trends, subscription service can create stable and predictable income, and plan for future R&D investment

Information governance and security tools greatly improved

Cloud services continue to expand SME customer base

# Analysis of Revenue – by Industry of Customer



- Others(Telecommunication, foundation, school...etc.)
- Manufacturing + Medical + Service
- Government Agency
- Financial Institutions

# High-Coverage Market Sectors in Taiwan



Banking



Medical Centers



Central Governments – Executive Branch



Local Governments



> 40,000

Cloud Services Customers

# EPS&Dividends



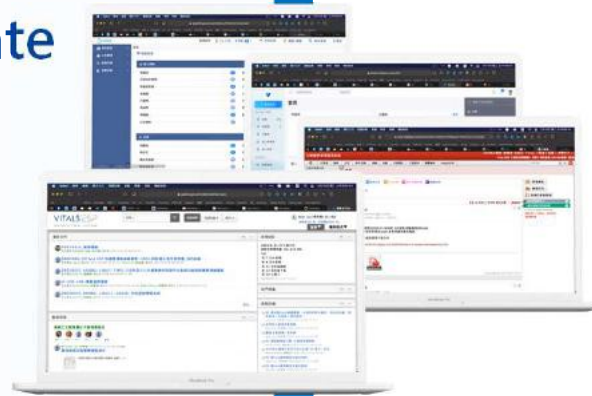
- › Company Profile
- › Operation Overview
- › **Research Development  
& Future Prospects**



# Results of Research & Development

## Continue to Innovate

- Official Correspondence Management
- Human Resource System
- Credit Risk and IFRS Asset Impairment Assessment
- Enterprise Social Platform



# vital

## Cloud Platform & Service

New Technology

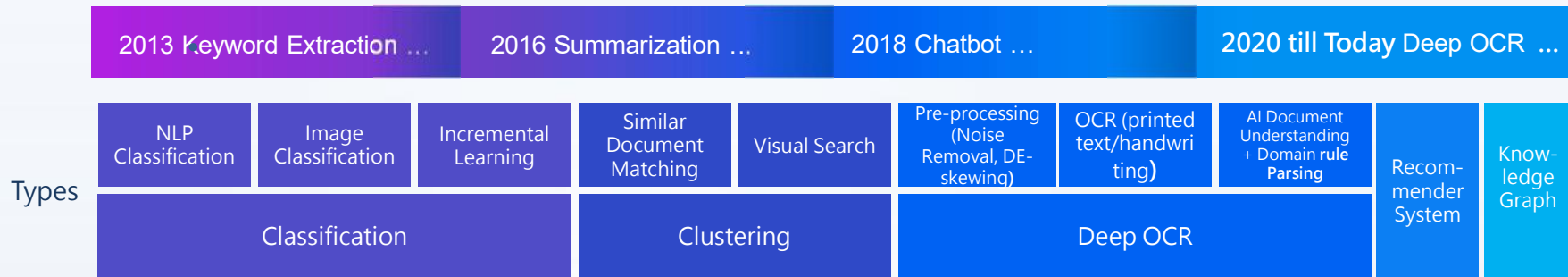


Chatbot

- AI & Deep Learning
- Enterprise Instant Messaging
- Chatbot, Bot builder

Continue to refine, deepen, and expand the effectiveness

# AI Development & Energy



- IDP-Intelligent Document Processing : Combine CV + Deep OCR + DL + NLP + RPA

- Natural Language Processing & Natural Language Understanding

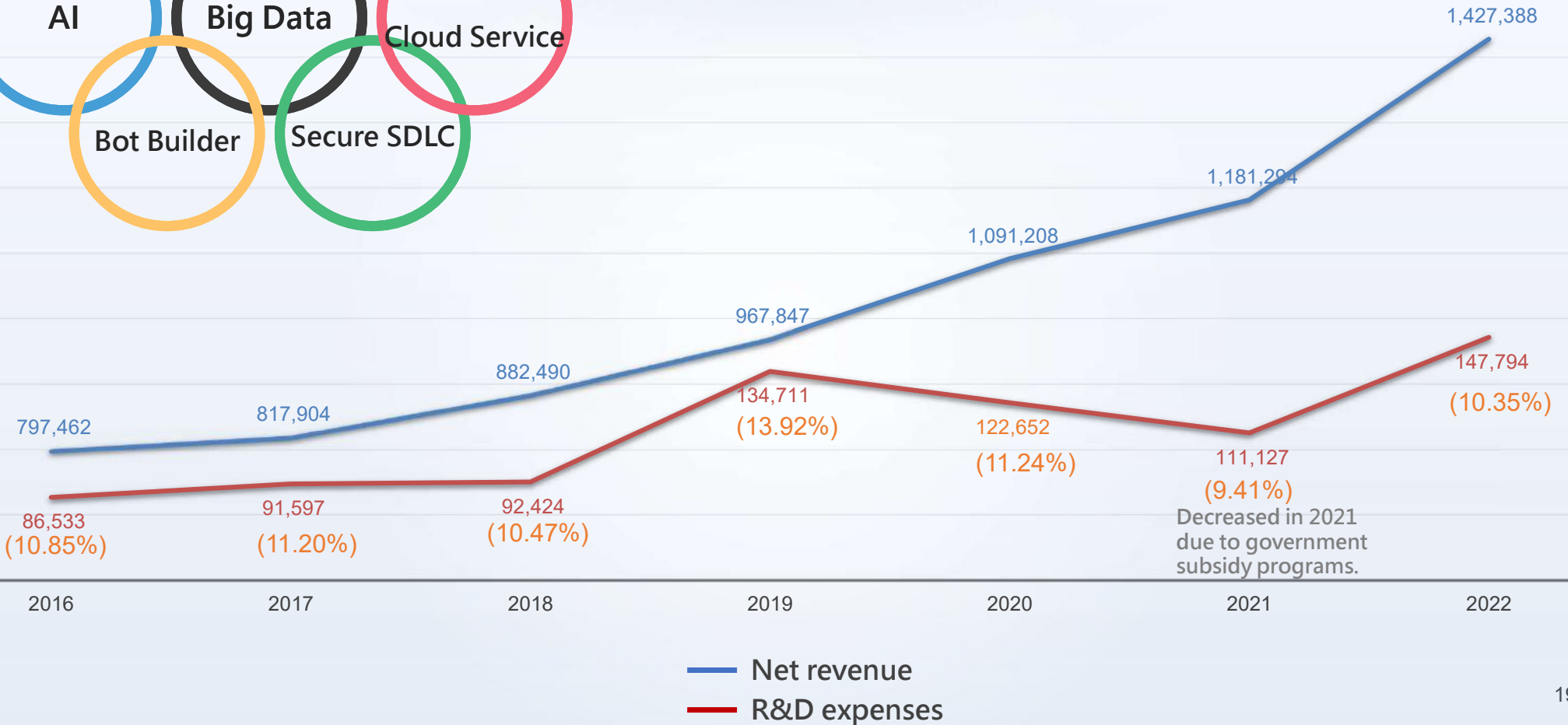
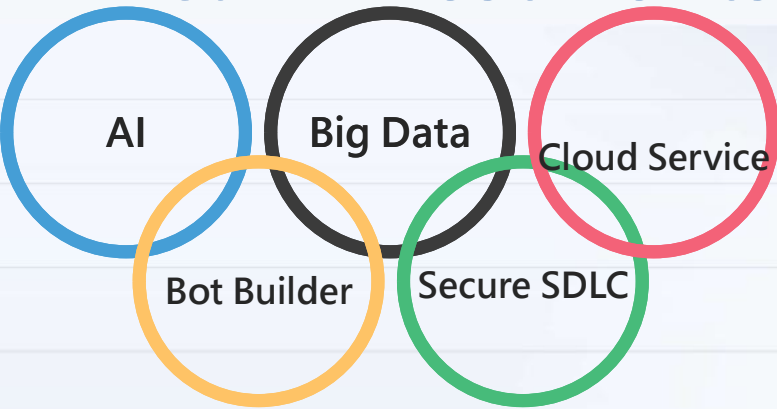
- Visual and CV Recognition

- Chatbot : Bot Builder

- Various Applications : repetitive publications, financial statement - AI OCR ...

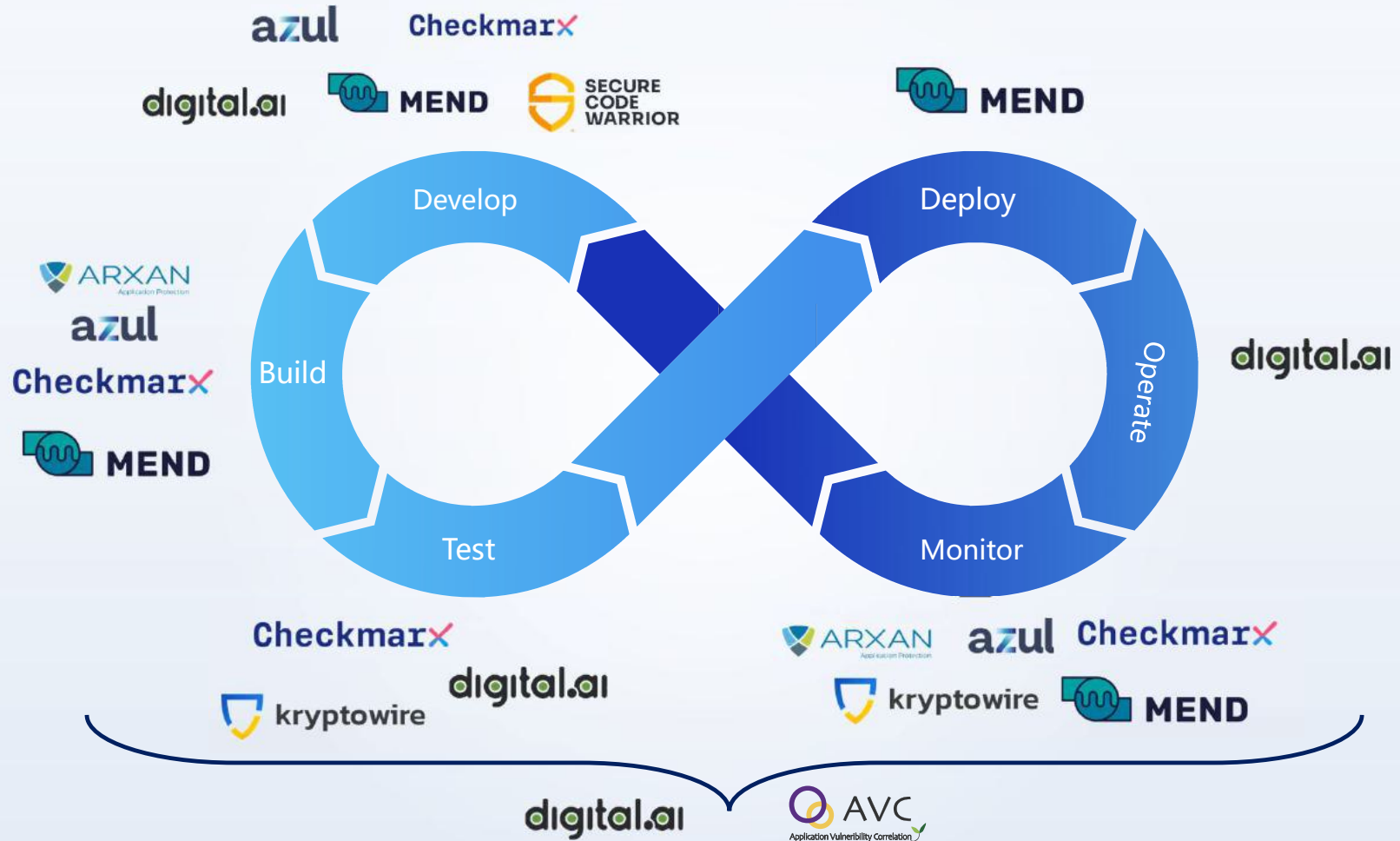
# R&D Investments Trend and Benefit

R&D Expenditure and Revenue Percentage



# Information Security Solutions

Protect SSDLC



# SaaS Cloud Services

From Small-Medium to Medium-Large, Hybrid Cloud that combines enterprise information



# NetZero

## 2023

EU CBAM

## 2024

USA CCA

## 2027

All listed

companies in

Taiwan completed  
the GHG inventory



### 數位 X 零碳 雙軸轉型

運用雲端數位工具，加速淨零碳排，提升企業競爭力

#### 能盤、溫盤、碳盤 三效合一

碳盤查國際認證標準



#### KPIM-N 淨零指標管理 (數據管理服務模組)

- 盤查** 能源類別 (電 / 油 / 氣 / 等)  
能源別 / 區域別 / 設備別 / 產品別 / 客戶別 / 等
- 洞察** 鑑別重大能源使用 SEU  
基線迴歸模型分析
- 管控** 節能源碳指標管理

#### CMP-N 合規管理協作 (文件管理服務模組)

- 合規** ISO 50001 (能盤)  
ISO 14064 (溫盤)  
ISO 14067 (碳盤)
- 管理** P 規劃 / D 執行 / C 查核 / A 行動 + R 紀錄
- 協作** 人 / 事 / 時 / 地 / 物 管理與稽核



Vital NetZero 零碳雲是協助企業建立 ISO 合規的文件管理、淨零指標數據管理的雲端服務。

# 市場趨勢



**Digital Transformation**



**Increased system requirements in the post-Covid 19**



**Increased penetration of cloud services**



**Increased cyber threats**



**Listed companies need to set up the information security unit**



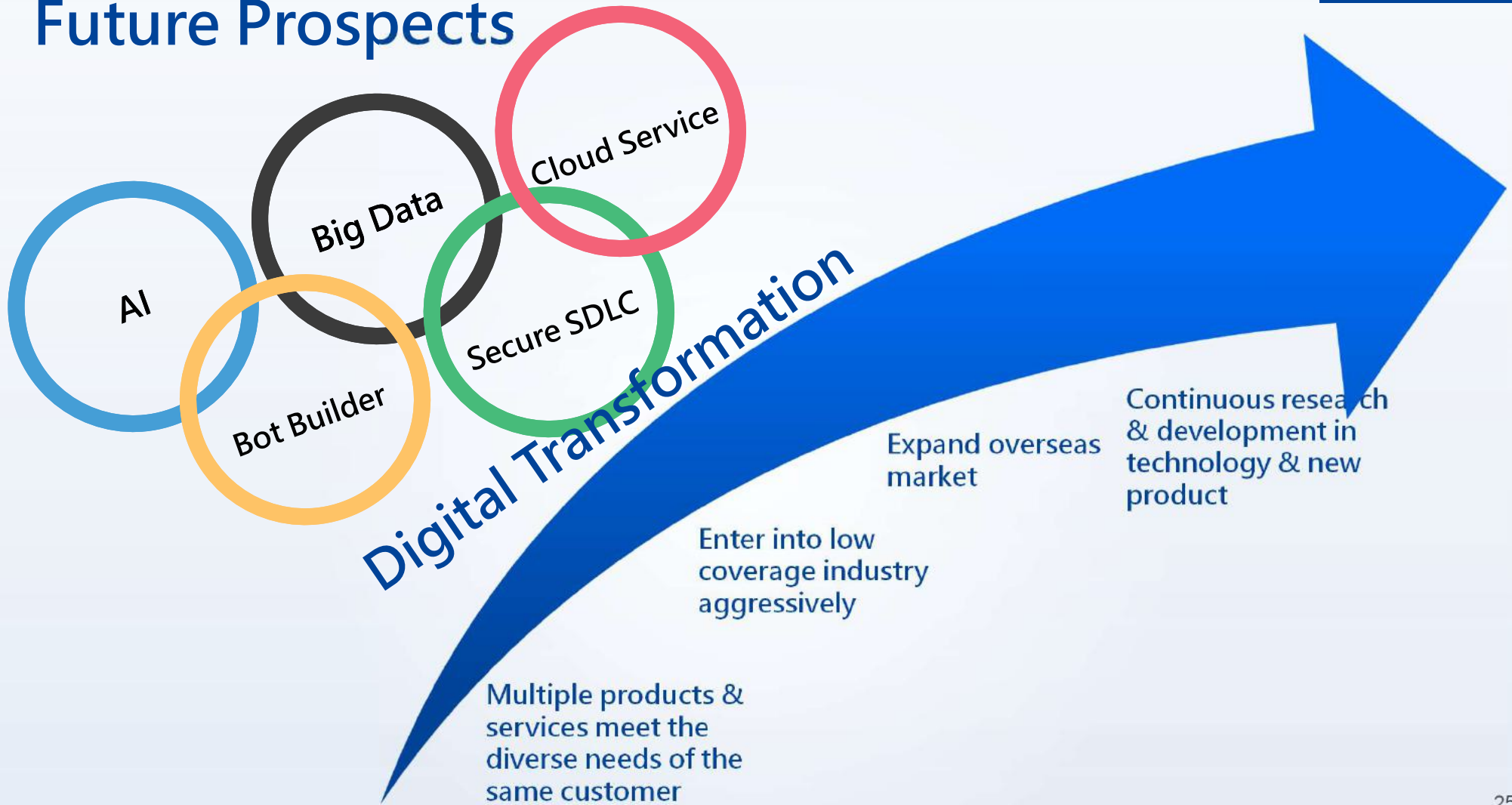
**ESG, GHG inventory**

# Competitive Advantages





# Future Prospects



# ESG

## Social

**1,000** School speeches

**100** Schools

## Environment

S.P.E.E.D. system

**2,000** Clients

Taller than

**874** Taipei 101

saved

**44** Billions papers

Reduce

**30,192** tons Co2 emmisor

## Employees Care

Fully use low-carbon emission equipment

2022 - Outstanding Green Purchasing Enterprises in Taipei City

Proportion of male/female employees **54:46**

Proportion of male/female managers **48:52**

"Best Mochi Award" certified by Taipei City



Industry

Academy

Donation

Friendly

Workplace

Low Carbon

**GSS** 叻揚資訊  
Galaxy Software Services

# Thank You!



國家產業創新獎  
卓越中堅企業獎

[www.gss.com.tw](http://www.gss.com.tw)



GSS 叻揚資訊



Vital 雲端服務家族

# GSS 叢揚資訊

Galaxy Software Services

## Q & A



國家產業創新獎  
卓越中堅企業獎

[www.gss.com.tw](http://www.gss.com.tw)



GSS 叢揚資訊



Vital 雲端服務家族